



Peter Paul Electronics Co., Inc.
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March 5, 2014

Connecticut General Assembly
Legislative Office Building
Hartford, CT

Reference: Raised Bill S.B. No. 305: An Act Concerning Funding for the "Dream It. Do It."
Manufacturing Pipeline

Dear Legislators:

PeterPaul is pleased to be given the opportunity to address you in support of this important Bill and thank you for allowing us to address you in this matter. PeterPaul is a manufacturer of top quality and high performance products providing solutions to our customers. We are a mid-sized company that is owned and operated by the Mangiafico family since 1947. We employ 160 Connecticut citizens.

"Dream It. Do It." Is a program that should and must continue. We have had the pleasure of being involved in this awareness program from the start. We have attended a Manufacturing Mania Day and have invited students and parents to tour our facility in New Britain.

We have identified that CNC (Computer Numeric Control) machining is the future of advanced manufacturing. We have invested heavily in advanced technology equipment, having spent over two million dollars in the past 18 months. Each machine has a minimum price tag of \$100,000. It is difficult to place an operator in front of this equipment without the skill set required to set up, operate and in some cases make adjustments to and write programs.

A success story that comes to mind is that of our employee, Joshua. He is a graduate of Hartford Job Corps. In January of 2011, he was given the opportunity to become part of a pilot program through Central Connecticut State University. He spent several weeks attending classes in the CCSU School of Engineering. He then spent the summer months interning at PeterPaul. At the end of this program, Joshua was hired as a CNC machine operator at a rate agreed upon for the participants of the program. Joshua also became a participant of the TECAP program made possible by a grant from the Workforce Solutions Collaborative of Metro Hartford and administrated by CCAT. This program gave Joshua the pathway to improving his skills to become a certified production technician. We are pleased to report that Joshua has excelled in his training at PeterPaul and recently received a substantial wage increase. He still has much to learn, but we are confident he will succeed. Without programs like Dream It. Do It., the word would not get out to the young people and there would not be the success stories such as Joshua's.

"Dream It. Do It." plays a vital role in funneling a pipeline to support this advanced technology. We have partnered with them as well as the Connecticut Center for Advanced Technology to make sure skills that are needed are being taught. We have witnessed first hand the success of the program. We see young people becoming excited about a career in



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manufacturing. Dream It. Do It. doesn't stop at just the young people. They reach out to parents and educators through great events to gain support of manufacturing careers for their children. As you all know, during the 1980s many of large manufacturers in the Connecticut moved production off shore. For a period of at least 20 years, careers in manufacturing were almost unheard of and in some cases discouraged. Because of organizations such as Dream It. Do It., this has changed.

In order for PeterPaul and other manufactures to grow and become more competitive, we need a skilled workforce. As we grow and we improve the skills of our current workforce, it will create jobs. Therefore, we respectfully request that you give your full support of S.B. 305.

Thank you again for your time and attention.

Sincerely,
PETER PAUL ELECTRONICS CO., INC.

Judith T. Sprea
Human Resource Manager